

M. MICHAEL MAYASSI MSME, MBA, CSCP
M.MAYASSI@YAHOO.COM
(908)313-0175

PROFILE:

Proven Global Operations professional with extensive experience with Multi-National Fortune 100 US companies with emphasis in Global Product Strategic Management, Strategic Supply & Procurement Operations, Business Development, and financial planning in the Healthcare sector. Expertise includes Project Management, capacity optimization, inventory management, S&OP, IT ERP rollout, network optimization, customer service reporting & improvements, asset effectiveness, and global sourcing & Suppliers management and selections.

ACCOMPLISHMENTS:

- *Global Strategic Operation responsibilities for Consumer Health Care and Medical Device products, achieving new market expansion and improved customer service using and implemented latest ERP (Manugistics, SAP, and Oracle) and IT reporting systems*
- *Project Management execution and implementation covering milestones using FPX methodology, critical path analysis, dependency and predecessor identification, and re-planning/re-baselining tasks within budget and identified resources*
- *Built operation teams in Saudi Arabia supporting, Supply Chain, Logistics including cold chain, Warehousing, Procurement, Project Management, Engineering and IT ERP supporting systems*
- *Implemented and executed the installation number of facilities and equipment/instrumentation within Saudi governmental and private hospitals in the area of Sterilization, Operating Rooms, Pharmacy automation and Kidney Dialysis sectors.*
- *Successfully implemented state of the art new technologies for two GMP pharmaceutical products: Rezulin® a treatment for diabetes, and Zithromax SR® anti-infection treatment. Performed Supply Chain Clinical Production & Supplies, and Commercial Transfers*
- *Managed Suppliers relations, Suppliers selections and negotiations for IT RFX, contracts; Licenses and Market Research. Also responsible for group Purchase requisitions, Purchase Orders and Invoicing. Managed Sharepoint Data Analysis for key sites and usage, Suppliers Quarterly Business Reviews and KPIs. Daily use of ERP SAP system*
- *Completed with high honors, International Business Management MBA with minor in Marketing*
- *Hands on experience of Mergers & Acquisitions, Business Development, Divestitures and Integration of Global Consumer Health Businesses. Warner Lambert \$86B (2000), Pharmacia \$68B (2003), Pfizer Consumer Health \$16.6B (2006), and Korres \$15MM (2010)*
- *Extensive Technical/Manufacturing/Operation experience and Strategic thinker*
- *APICS CSCP Certified Supply Chain Professional*

PROFESSIONAL EXPERIENCE

Prism Global Consultants, LLC USA Jan 2018 – Present

Principal – Supply Chain & Category Project Management Lead

Working closely with clients on End to End Supply Chain Management projects, Inventory management and Procurement Management, identifying efficiencies and cost savings as well as leading category management for Healthcare specializing in Consumer Healthcare and BioPharma. Key focus on process mapping and process improvements, Warehouse Management (Bar coding, Classifications and cycle count), 3PL management (WH & Logistics), project management, Key performance Indicators, and overall efficiencies across Plan-Source-Make-Deliver segments. Managed CMO team implementation for daily material management, and 3PL scheduling for JIT manufacturing

M. MICHAEL MAYASSI MSME, MBA, CSCP

M.MAYASSI@YAHOO.COM

(908)313-0175

- **Fareva** On-Site engagement with plant operations team on a daily basis to monitor, and stabilize/improve the following:
 - General customer forecast management processes. Firm horizon manufacturing readiness (Material confirmations, compounding/batching capacity, filling capacity). Short term schedule adherence.
 - Metrics Reporting – ensure key performance metrics are reported in a timely and accurate fashion and in the appropriate systems (Plan Attainment, FG OTIF, RM OTIF/Q, etc).
 - Manufacturing Priority Management – ensure site plans to customer due dates and implements appropriate and timely recovery efforts in the event of backlog.
 - Capability Verification – ensure that site stated capabilities (capacity, cycle time, changeover time, etc) are in line with actuals
 - **Utilization of QMS to release production lots and manage supply chain logistics to J&J Warehouse**
- **Juvenescence (VC)** evaluate due diligence approach for novel compounds supply chain and manufacturing opportunities. Worked on sourcing strategies and financials for Go/No Go decisions. Evaluated new technologies mainly geared for dietary supplements.
- **Cancer Prevention Pharmaceuticals (CPP)** Greenfield startup pharmaceutical company specializing in orphan Oncology drugs. Evaluated specialty pharmacies and specialty 3PL to manage supply chain and distribution of specialty drugs pending FDA approvals. Created Heat Maps and assessed next steps for end to end supply chain gaps.
- **DSE (VC)** evaluated sourcing strategies for Dibucaine 1% 2oz topical healthcare product.

Middle East Hospital Group – Riyadh, Kingdom of Saudi Arabia

Head of Operations

Jan 2016 – Aug 2017

Manage and build the supply chain and logistics infrastructure for a newly greenfield 250 bed hospital and a Poly clinic focused on customer centricity and experience within the continuum of healthcare paradigm.

- Establishing and leading operational strategic initiatives to ensure the achievement of the organizational, Financial, Service and Quality objectives.
- Building the supply chain organization with key dashboards and KPIs, resources and systems (Oracle, and EMR).
- **Partnering with key domestic and international suppliers for Key equipment and daily consumables. Establishing SLAs via Contract Cycle Management and S&OP processes**
- Managing the long term partnership with Philips and key global hospital network (North America, Europe)
- Responsible for continuous improvements and efficiencies across the chain for medical devices, disposables and consumables.
- Promoting staff learning and development opportunities. Developing individual managerial capability within the group maximizing individual talents and expertise.

Nawah Healthcare – Riyadh, Kingdom of Saudi Arabia

Head of Operations

Oct 2012 – Oct 2015

Managing Operations for a Healthcare distributor (Hill Rom, Steris, Swisslog, Gambro, Thermo Scientific, SHD) in the GCC region with total responsibility for Procurement, Supply Chain, Warehousing, Logistics &

M. MICHAEL MAYASSI MSME, MBA, CSCP

M.MAYASSI@YAHOO.COM

(908)313-0175

Cold Chain, Engineering, Project Management and IT groups. Reports of over 125 colleagues serving government and private hospitals in the area of Renal Dialysis, Pharmacy Automation, Operating Room Solutions and Infection Control.

- Building the infrastructure to support company's 2020 vision, upgrading end to end supply chain and logistics, Project Management with emphasis placed on customer service improvements, efficiencies across the chain and asset management
- Working closely with the CEO and the Chairman to continuously looking for opportunities to expand the business through JV and M&A.
- Implemented ERP SAP with various modules to support end to end visibility which resulted in improved customer service levels and provided efficiencies throughout the chain.
- Segmented the business and rolled out the S&OP process along with CRM to manage the organization's revenue expectations and map out resources.
- Rolled out IT commercialization and integration with products and services to support hospitals and patients information management.
- Introduced metrics and KPIs to monitor service levels and customer experience, currently finalizing BI and Dashboards through SAP
- Drove Inventory management optimization through mobility scanning, Bar coding, rolling forecast, and safety stock levels that led to improved customer service levels
- **Managed Contractors (CLM), Partners, and local third party relationships through SLAs including 3PL and cold chain logistics for Pharmaceuticals and Medical Devices**

Alfaisaliah Medical Systems (FMS) – Riyadh, Kingdom of Saudi Arabia

Head of Operations

Dec 2010 – Jul 2012

Managed the Supply Chain requirements for all FMS Consumables, Pharmaceutical and Medical Devices from Planning to delivery phases with emphasis on customer service and quality objectives. Set strategic and functional objectives for Planning, Inventory, Contract Manufacturing, Procurement, Warehousing, and Transportation targets.

- Developed and implemented strategic supply chain vision to support end to end operations, and order to cash processes for SAR 1.2 Billion.
- Total responsibilities for global supply chain: KSA, GCC and North African Markets
- Managed functional teams including Planning, Procurement, Contract Manufacturing, Inventory, Warehousing, Transportation, and IT systems.
- Implemented IT ERP vision with MRP and other support modules for end to end planning and visibility
- Implemented the Sales & Operation Planning (S&OP) process for consumables with potential VMR (Vendor Managed) Inventory, based on product segmentation and line of businesses.
- Warehouse automation and Inventory control through SLOB, cycle counting and classifications. Manage Warehouse 3PL and all distribution and logistics channels
- Managed a staff of over 80 colleagues, develop succession planning and career development

Johnson & Johnson Group of Consumer Companies (Formerly Pfizer Consumer HealthCare) Skillman, NJ USA

Dec 2006 – Jul 2010

Director, Global Operations & Strategic Planning

Responsible for overall management of Global Operations, Capacity, Planning and integration focusing on both near term and long term cost saving and profit objectives for Consumer HealthCare products:

M. MICHAEL MAYASSI MSME, MBA, CSCP

M.MAYASSI@YAHOO.COM

(908)313-0175

- Completed Pfizer Consumer Health (2006) **Post Merger Integration** and **IT ERP Integration**, and **SAP Migration** Transfer activities from 26 manufacturing sites, consolidating and sourcing products to in house manufacturing network. Provided Global direction to all markets and monitored all supply/demand activities. Implemented monthly Sales and Operation. Monitored Customer Service and Key Performance Indicators. Provided resolution and strategy for out of stock events.
- Experience in contracting to include but not limited to Master Service Agreements, Transitional Service Agreements, Statements of Work, and Amendments, all pertaining to the Pfizer Acquisition.
- **Managed Global label changes for OTC Franchises, working closely with Regulatory, Medical Surveillance and functional teams including manufacturing sites to ensure continued supply.**
- Managed Global Supply Chain responsibility for Consumer Health Care products sourcing from North America resulting in 25% cost savings.
- Implemented Rogaine solution (Minoxidil) capacity utilization process improvement to create Mega lots and minimize down time and cleaning verification which resulted in improved customer service globally.
- Managed the Global S&OP process for Rogaine Solution with better than 98% customer service levels.
- Managed Sudafed and Benadryl franchises transition including the S&OP process with collaboration of Pfizer Global Manufacturing Puerto Rico sites.
- Initiated Zyrtec OTC (Allergy) global launch and \$20MM cost reduction through alternative packaging.
- Global Project Lead for Korres (Greece) Naturals Integration (2010) for NA and Brazil markets. Responsible for product transfers of Skin and Cosmetic platforms, lead execution strategy and implementation to ensure support of Door to Consumer channels, Door to Door channel, lower cost, responsiveness and customer service levels.

Pfizer Consumer HealthCare Division Peapack NJ USA

SR MANAGER, Global Supply Management Consumer Health

Mar 2001 – Dec 2006

Responsible for major brand sourcing strategies including Sudafed® 30mg (PSE) and Sudafed® Phenylephrine 10mg (PE) single and multiple ingredients in US and Canada, Benadryl®, Actifed®, Sinutab®, PediaCare®, Ludens®, NasalCrom®, Listerine®, Mylanta®, and Unisom®. Provide long range area sales forecasts, manufacturing capacities, planned investment, expected COG's and Supply Chain improvement opportunities. These brands combined represent over \$1 Billion.

- Ensured robust inventory supply for the launch of major new products into the Consumer HealthCare supply chain. Evaluate alternative supply scenarios and consolidation of long range forecasts. Provide continued assistance to Global Category Management and coordinate with Pfizer Global Manufacturing to support new product launch efforts: Rolaid® Canada; Sudafed 12-Hr® United Kingdom, Reactine D® Canada; and Sinutab® Non-Drying Tablets Mexico.
- Handled complete implementation of Upper Respiratory Contract Manufacturing product transfers to in-house Pfizer manufacturing facilities; Vega Baja, PR and Fajardo, PR which lead to cost savings and manufacturing efficiencies.

M. MICHAEL MAYASSI MSME, MBA, CSCP

M.MAYASSI@YAHOO.COM

(908)313-0175

- Provided assistance to Promotional groups to ensure timely launches of new product presentations of Benadryl® 25mg, Sudafed® 30mg ND, and Sudafed®12-Hr. to Wal-Mart, national accounts and other major retailers defending the business against Claritin® OTC.
- Daily monitoring of global demand and key supply performance indicators (KPI's). Provide troubleshooting and arbitration assistance when required.
- Co-Managed the S&OP monthly processes for OTC Franchises of Sudafed, Benadryl, Sinutab, Actifed, Pediacare, Unisom, and Listerine.
- Managed inventory reduction through MOQ, lot sharing, expiry monitoring, SLOB and forecast/demand weekly adjustments.
- Managed capacity utilization and CAPEX needs for OTC global franchises. Continuous process improvement within GMP environment resulting in higher efficiencies.
- **Managed Label changes in accordance with FDA requirements. Worked closely with Packaging and manufacturing teams to ensure continued supply for Sudafed and Benadryl Franchises**

**Pfizer Inc., Pfizer Global Research and Development (Formerly Warner-Lambert)
Morris Plains, NJ**

SR. SCIENTIST, Technology Development and Assessment Group Oct 1995- Mar 2001

- Developed and implemented new technology for manufacturing of Diabetes medication, Rezulin®. Achieved over \$1Billion in market share in less than two (2) years. Designed and implemented a pilot-plant process that was scaled to a fully functional manufacturing process for a similar process applied to Viracept® 625mg solid dosage.
- Performed Clinical Supplies and oversaw testing for major Pharmaceutical products; Rezulin Diabetes Type II medication, Zithromax SR, Viracept 625mg (HIV) and Dilantin reformulations
- **GMP Clinical supplies manufacturing for clinical studies.** Utilized LIMS for Laboratory testing
- Extensive work experience in hot melt and wet granulation extrusion systems. Coordinated activities for priority compounds using twin screw extrusion systems.
- Introduced an improvement process for manufacturing Dilantin® resulting in improved reproducibility.
- Responsibility for budgeting, preparation of purchase requisitions, and interfacing with Finance and A/P departments.
- Effective project management and strategic planning skills.

EDUCATION

Masters in Business Administration (MBA), Fairleigh Dickinson University NJ USA,
Major in International Business Management.

M.S. Mechanical Engineering, Stevens Institute of Technology New Jersey USA
Major discipline in structural design, and computer integrated systems.

B.E. Mechanical Engineering, Stevens Institute of Technology New Jersey USA
Major discipline in Heat and Energy systems.

CONTINUING EDUCATION

M. MICHAEL MAYASSI MSME, MBA, CSCP

M.MAYASSI@YAHOO.COM

(908)313-0175

- | | |
|---|---------------|
| • Gap International Leveraging your Genius, Phoenix AZ | March 2014 |
| • Up your Service, Ron Kaufman Dubai UAE | February 2014 |
| • APICS CSCP Certification, Certified Supply Chain Professional | March 2008 |
| • Pfizer Sharpening the Edge Management Training | May 2004 |
| • Pfizer Leading Edge Management Training | May 2002 |

AWARDS

- President's Award for Innovation – Pfizer SudaCare Vapor Plugs® - 2005
- Panther Award for Excellence in Performance – Pfizer Sudafed® Phenilephrine (PE) - 2005
- Panther Award for Excellence in Innovation – Pfizer SudaCare Vapor Plugs® – 2004
- Pfizer Award for Transition of Diflucan® from Rx to OTC in Australia and New Zealand - 2004
- Pfizer Panther Award for Excellence in Customer Service – Non Sedating Antihistamine – 2003

PROFESSIONAL AFFILIATION

American Society of Mechanical Engineers, Delta Mu Delta, National Honor Business Society, and American Planning Inventory Control Society (APICS)

PATENTS

- EP1213014 – June 2002
Process and System for Uniform Release Drug Delivery – Rx

SOFTWARE KNOWLEDGE

Proficient with software packages including – Windows XP & Vista, **Microsoft Office Suite**, Microsoft Project, Documentum, Canvas, Distribution Requirement Planning (DRP) Manugistics, SAP, Revenue Cycle System (RCS), Customer Service Measurement (CSM), LIMS, Stock Status Reporting System, Decision Support System (DSS), LogicTool Net (Capacity and Optimization), **Sharepoint, Yammer, Icertis and Contract Life Cycle Management, Ariba (Purchase Requisitions and Purchase Orders Supplier and Vendor Management), Smartsheet, and Raindrop.**